

SENATOR ROBINSON: Who is adding the copay?

SENATOR WESELY: The insurer.

SENATOR ROBINSON: Why would they want to do that. They want to cut costs, don't they?

SENATOR WESELY: They do want to cut costs, but if you take away the copay from the one, then they will lose that, and they will have to make that up, and you will also discourage people from using the lower cost alternative, so the prices will go up, so they are more likely to add a copay than take away the copays.

SENATOR ROBINSON: Who gets the money for the copay?

SENATOR WESELY: The copays go into the pharmacists. It is out of the pocket of the person purchasing the prescription.

SENATOR ROBINSON: I don't see how that affects the insurance company.

SENATOR WESELY: It affects them because then you have no incentive to use the lower cost provider or supplier, and they have to pay that cost, so their costs go up, so...

SENATOR ROBINSON: But you can...you just got done saying you could buy your drugs from a mail order, so they have their choice of buying from a lower...for lower-priced drugs.

SENATOR WESELY: Yeah, but, see, to them it won't make any difference because the insurance company will make up the cost so they don't care, the personal individual.

SENATOR ROBINSON: What do you mean, what do you mean by the insurance company is going to make up the...the cost on the drugs?

SENATOR WESELY: Right. They cover the cost of the prescription, so if it costs \$20 or it costs \$10, the individual consumer isn't paying that. The only thing they pay is that copay, so that is why they use the copay to get people to use the 10 dollar, not the 20 dollar supplier.

SENATOR ROBINSON: So that's what we are doing, and then we are